

THE MASTERY OF TRADE LIES IN CO-OPERATION

(Written Specially for The Bulletin.) 1 consumers and producers, or even The editor of The World's Work has a farmer friend who raises onions. Not long ago a commission man in Philadelphia advised him to ship some there, as the market was good. So he filled a car with choice onions and started them for the City of Brotherly Love. A few days later,—after the car had got far enough on its way so that the onion-grower couldn't call it back,—another note arrived saying that onions were arriving in such back, another note arrived saying that onlons were arriving in such quartities there might be "a break."
A fortnight later came in the explanation of this last face-saving epistle, an itemized account of the sale of the onlons. From this it appeared that they had sold for enough

Fourth—Pay lines terminal charges: Fourth—Pay almost all the freight. The onion-grower only had so come across with \$9 mm to pay what was short on freight, and then he was given a clean bill of health.

Later, this same farmer got to eading one of B. F. Yoakum's sensireading one of B. F. Yoakum's sensible articles about high cost of selling, and he felt moved to write his friend, the editor, this little experience of his own. He is very mild-spoken about it. He doesn't rave and tear the paper. He even makes apologies for the other fellows. "But," he adds, "I do know that I furnished Philadelphia with a carload of good onions, free, and paid part of the freight." part of the freight."

Now, this wasn't a unique nor even a very unusual occurrence. Very sim-llar things are happening almost dally. if not to onions then to berries grapes or apples or potatoes or some other sort of "farm truck." Within two years a neighbor of mine sent a consignment of apples to New York city. They were good apples, first quality in size and coloring, and of pepular varieties. They went by cheap freight, at car-load rates. When the returns came in he found he had lost \$50 on his shipment. And he had paid only \$1.25 a barrel for the apples here, delivered at the car. The very same week another neighbor who lives in New York winters and buys two barrels were sent by express, which was about five times as expensive as freight, and, as they were terminal to his store, and all the other patrons in rebates, after er charges connected with the shipment, and then paid the shipper \$2.50, adequate sums for depreciation and let, for the apples:—explaining that this admittedly small price would have

Our present system of doing business isn't, apparently, meant either to give the producer a fair share of what the consumer pays, or to save the sumer a fair share of that which the producer loses, but to give the graft-ers in between a sure thing.

"Sock the consumer: he's helpless.

dance to without putting our joints out—then we might feel differently. As things are, it really seems as if duct bakeries, flour mills, boot and we were paying the piper too much. Yet—agair "as things are"—we have got to pay the piper, whether or no.

That is to say, we have got to, until

That is to say, we have got to, until retail rates. Thereupon the co-operquite in our own hands, we producers and consumers, whenever we get ready to take hold of it, man-fashion. Not that you and L alone, can control it; not that any single group of neighborhood co-operators can overturn thines; such a supposition would turn things: such a supposition would assume that a part is greater than the whole and that the tall can wag the dog. But, whenever a majority of both

The editor of The World's Work has good rousing minority get thoroughly

Firet—Pay the dealer his commision:
Second—Pay his hired men their
incy charges for "cartage":
Third—Pay the "terminal charges":
Fourth—Pay almost all the fredship come was whence they might procure their sup-plies, direct. In a very short time these workshops were boosting prices, much as the openly antagonistic wholesalers had previously done. The

> Thirty years ago they started on the right road by organizing their own "Co-operative Wholesale Society." This is simply an adjunct of the selling society. Workshops and ferms are managed by it the same as its stores. These productive agencies through the relief of the selling seconds. produce only what the selling agencies call for. They do not go into the open market at all. Such things as the co

Thirty years ago there were 717,000 heads of families united in this form of co-operation in England alone. Now there are 2,700,000,—not individuals, remember, but heads of families, repsame week another heighbor who it to operation in Engine and alone. Now lives in New York winters and buys there are 2,700,000.—not individuals, from a large grocery there, sent to his grocer a couple of barrels of fair resenting fully 13,000,000 people, or a fruit as a sample of "the run of his orchard." By the grocer's advice these two barrels were sent by express, over 37,000 employes on their payroll which the last six in factories alone. Now which was about five times as express, the pensive as freight, and, as they were trakiffully packed by an inexperienced packer, they arrived in bad condition. However, the grocer paid the
express and also the cartage from the
express and also the cartage from the
formula to his store and all the arrived to their constituents \$1,100,000 and reexpress and also the cartage from the
cal stores return about \$60,000,000 a

Oh, men who work, not for private greed lings but for public service. Just as an il-lustration: the president who for thirty years successfully managed one Wholesale Society doing a \$50,000,000 a year business, asked and accepted a year business, asked and accepted as salary just \$38 a week,—less than \$2,000 a year. The same grade of bus-iness ability, of energy and of honesty in a capitalistic enterprise of the or-dinary sort would have called for a salary of at least a hundred thousand dollars. Yet this margallons Seet h Rob the producer; he can't defend dollars. Yet this marvellous Scotch-himself. But, by all the Canons of man, William Maxwell by name, never slig Business, protect the middleman asked for more than his \$28 a week, to the last uttermost farthing." That Nor could vastly bigger salaries, ofseems to be the rule in this sort of fered him as a lure tempt him away.

the so-called civilized nations in this economic transformation. It really looks as if, instead of being the latest asylum for those elsewhere oppressed we were really the last ditch of the Buccaneers.

co-operators had simply whipped their devil to the other side of the stump, but hadn't killed him. At last, however, they have finally succeeded, not only in killing him but in burying him under the tap-root of the stump itself.

operative stores can sell they provide and no more. The question of profit in production is not considered, because the big broad scheme is worked as a whole, for the mutual benefit of all.

The same week both these shipments occurred apples were selling at fifty cents a peck, or \$5.50 a barrel in ordinary New York retail stores.

I think it may be assumed that the onlons sen by the man I first referred to weren't given away to Philadelphia consumers, just because the producer had to give them to the jobber. Oh, no: that is not the way such who work.

Our

If only the dance which we are led were a really merry one: if only we spread in France, Germany, Russia, got some pleasure or profit from it: if only the music were such as we could dance to without putting our joints.

THE FARMER

MALTED MILK

Made in the largest, best

equipped and sanitary Malted

Milk plant in the world

We do not make "milk products"-

Skim Milk, Condensed Milk, etc.

HORLICK'S MALTED MILK Made from pure, full-cream milk

and the extract of select malted grain, reduced to powder form, soluble in water. The Food-drink for All Ages.

ASK FOR "HORLICK'S" Used all over the Globe

But the Original-Genuine

COVENTRY

Meeting of Ready Helpers-Recen Birthday Parties. The Ready Helpers met Thursday evening with Miss Hattie Hawkins. Mrs. O. C. Hal! has had Miss Della Thompson as her guest for the week

Tolland County

Fragment Society Meets. The Ladies' Fragment society met Wecnesday at the chapel. Mrs. W. S. Vinton acted as hostess. Mrs. Stater is spending a few days

at her old home here.
Robert A. Hall of East Hartford was at home over Sunday. Birthday Surprise Parties. B. A. Pixley was pleasantly sur-prised by a birthday party Wednesevening.

day evening.

Several members of Coventry
grange surprised William Rose Wednesday evening his 73rd birthday. Mr.
Rose is the oldest member of Coventry grange. Rev. and Mrs. H. C. McKnight are visitors in town. The bridge on the main road over the Skunkamong river is to be repaired soon.

WILLINGTON

Grape Fruit and Oranges From Florida -Miss Lucy Eldredge Enters Hos-

From his ranch in Florida, Fred M. Preston writes his sister, Miss Alice M. Preston, of Hillside farm, that he has sent her three boxes of grape fruit and oranges. So far only one box has arrived. That was in good condition and the fruit delicious. Enters Hospital.

Miss Lucy Eldridge over \$0 who has been suffering from the effects of a broken hip for a number of years, went last Friday in Oscar Himmeler's automobile to the Johnson hospital, Stafford Springs, for treatment and nursing Mrs. Harold Gardner spoke at Rev.

Mr. Lukal's church service in Westford Sunday afternoon. The highways especially the state roads are in very good condition and free from mud.

Musical Committee's Purchase, Mrs. E. W. Darrow, musical commit-tee of the Ladies' Aid Society and Mrs. G. V. Smith of the Grange committee, went to Hartford last Thursday and hought two planos, one for the Ladies' Aid to be placed in the Conference room of the Baptist church, and one for the Grange at the town hall where that organization holds its meetings.

RIPLEY HILL

Pleasant Arbor Day Entertainment for School Pupils - Exceptionally Big Flocks of Wild Geese.

School No. 4, Miss Helen Packer teacher, held its Arbor day exercises at R. H. Sherman's and were enterat R. H. Saerman's and were enter-tained by the Hillton Homes club. There were recitations, reading and singing by the pupils. Mrs. F. R. Top-liff gave a talk on Mexican feather-work and exhibited a beautiful speci-men. A Humming Bird's Letter to Children was read. A talk on back-yards by Miss Julia White, who suggested the coming week be used cleaning the school premises by cleaning the school premises by the pupils. A cash prize was offered by the club for the best composition written on the work of cleaning the yards. To interest the children in poultry raising, F. B. Toplift offered the pupils, one in each family, a setting of his fine R. I. Red eggs. After singing by the school, cookies, lemonade and tea were served by the club.

Big Flocks of Wild Geese. Two flocks of wild geese, one num-bering 34, the other 40, passed over Robert Sherman of Westbrook was

a week end guest of his parents.

Prof. J. N. Fitts recently purchased m automobile.

Mrs. J. N. Fitts spent Sunday in Mrs. C. L. Beach is visiting in Hart-Mrs. E. O. Smith leaves for New Mrs. G. H. Lamson has returned to her home in Easthampton.

GURLEYVILLE

Winter Absentees Return-Welcome Home for F. C. Dunham.

E. H. Tunnecliffe and daughter Beatrice have returned after an absence of two weeks. Mr. Tunnecliffe occupied the pulpit Sunday.

Mrs. H. E. Simonds has been the guest of her son Elmer and family and also of her sister in New Britain. Return for the Summer.

Mr. and Mrs. S. D. Yeomans, who have been spending the winter in Providence, and Mrs. A. C. Dunham, who has been the guest of relatives in East Orange, N. J., have returned.

Mrs. John V. Lyon of Westford spent Tuesday with Mrs. C. N. Turner. Mr. and Mrs. Dwight Beebe have re-turned from North Carolina. Mrs. E. L. Tucker of Bridgeport is the guest of her parents, Mr. and Mrs.

G. R. Dimock. Sunprise Welcome Home. Last Friday evening friends and leighbors to the number of 50 walked in unceremoniously at the home of F.
C. Dunham to greet him upon his safe
return from his southern trip, which
included several places in Florida. A
social time was enjoyed and cake and
ice cream were served.

MT. HOPE.

Personal Influence a Marvellous Power In Business and Society

The Rev. James Stanley Wentz writes eulogistic letter to discoverer of new and remarkable system for developing the mental powers, controlling thoughts and actions of others, curing disease without drugs and reading the secret desires of people though thousands of miles away.

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WONDERFUL BOOK DESCRIBING THIS STRANGE FORCE AND A CHARACTER DELINEATION POST FREE TO ALL WHO WRITE AT ONCE.

The National Institute of Sciences of London. England, has appropriated \$25.000 toward a fund for the free distribution of Prof. Knowles new book, "The Key to the Development of the Inner Forces." The book lays bare many astounding facts concerning the practices of Eastern Yogis, and explains a wonderfu. y simple system for the development of Personal Magnetics of Eastern Yogis, and explains a wonderfu. y simple system for the development of Personal Magnetics of Eastern Yogis, and explains a wonderfu. y simple system for the development of Personal Magnetics and the curing of diseases and babits without becoming satisfied that in giving this knowledge to the world Prof. Knowles is actuated by the earnest desire to upilit and benefit mankind. I heartlly recommend this course to all who desire to develop and cultivate their inner forces."

A Leading London Physician, Dr. R. Neichering, M.E.C.S., L.R.C.P., L.S.A. In a letter to Prof. Knowles assisted to the world prof. A Leading London Physician, Dr. R. Neichering, M.E.C.S., L.R.C.P., L.S.A. In a letter to Prof. Knowles assisted to the world prof. A Leading London Physician, Dr. R. Neichering, M.E.C.S., L.R.C.P., L.S.A. In a letter to Prof. Knowles assisted to the world prof. A Leading London Physician, Dr. R. Neichering, M.E.C.S., L.R.C.P., L.S.A. In a letter to Prof. Knowles assisted to the world prof. A Prominent American Physician, A. Prominent American Physician, A. Prominent American Physician, A. Prominent American Physician, A. Prominent London Physician A. A Prominent American Physician, A. Prominent London Physician, A. Prominent London Physician, A. Prominent London Physician A. Prof. Knowles and desires of others are all the book and character delineations indicate clearly the universal interest in Psychological and Obcult Sciences.

That Prof. Knowles a prof. A Prominent London Physician A. Prof. Knowles are all who desire to develop and cultivate their inner forces.

"Rich and poor allike bench as a prof. Ph.D. M.E. Ph.D. M.E. Principal Physician and character delineations indicate clearly the universal interest in Psychological and Occult Sciences.

That Prof. Knowless system is exciting the interest of the brightest included of the present day is clearly shown by the scores of recommendations of the present day is clearly shown by the scores of recommendation and the medical profession are striking examples:

The Christian Age.—"Professor K no wless system has cured disease, corrected bad habilit, strengthened memory, and provided highly beneficial in the cultivation of personality and Personal Influence."

The London Weekly mand provides the embryo enthusiast with just such knowledge as could be adapted to misomic provides the embryo enthusiast with just such knowledge as could be adapted to misomic provides the embryo enthusiast without personal circum stences and inclinas for the Douglas Institute without professor knowless System embraces a great deal of the Douglas Institute, we will be without professor knowless system of personality and personal influence there is not the slightest doubt, but the great mass of people have remained in uiter ignorance of these phench the provides the emeth of the professor that the personal influence there is not the slightest doubt, but the power of Personal institute of Sciences has therefore undertaken the somewhat arduous task of distributing broad cast, without regard for class or creed, the information heretofore possessed by the few. In addition to supplying the book free, each to book free, each the books free, each the book and a Character delineation of from 400 to 500 words from 400 to 500 words of the professor who wishes to achieve greater success has but to apply the simple professor with the professo

of erudition in a form which can be, readily grasped by all who have the ability to read and understand simple prose. No better help towards success prose. No better help towards success in life could be desired."

Modern Society.—"No modern investigator along psychological lines has received so large an amount of praise as that accorded to Professor Elmer E. Knowles for his marvelous System of Personal Influence and Healing. Here at last is a man who is at once a g.eat scholar, a born teacher and a practical helper—for the instruction papers reval a nature which is sympathetic and of good fellowship for an ambitious, yet largely misguided population."

Please read my character And send me your book."

Also send your full name and address your letter to:

National Institute of Sciences, Dept. Sci. A. No. 258 Westminster Bridge Road, London, S.E., England, if you wish you may enclose to ents (stamps of your own country) to pay postage veal a nature which is sympathetic and of good fellowship for an ambitious, yet largely misguided population."

as prepared by Prof. Knowles.

If you wish a copy of Prof. Knowles book and a Character Delineation, simply copy the following verses in your own handwriting:

"I want power of mind, Force and strength in my look Please read my character And send me your book."

Also send your full name and address (state whether Mr., Mrs. or Miss), write plainly, and address your letter to:

National Institute of Sciences Deut.

Clean and Fast Game is the Desire of Morton F. Plant-Need of Building Line - Matters of Interest Locally Before General Assembly.

Plant field on Wednesday afternoon action, if necessary. must have satisfied Morton F. Plant that the people of New London fully appreciated his generous action in getting the city back on the baseball man bearings was provided by the boxing matches, so-called, but which

Robert Sherman of Westbrook was a week end guest of his parents.

STORRS

STORRS

Friday evening, April 18, Mrs. Hamlin Bullock of Worcester addressed the members of the Book club and guests on the subject of The Montessoni Method of Teaching. The talk was illustrated by apparatus and samples of work done at Mrs. Bullock's school in Worcester.

Faculty Entertains.

Friday evening, April 18, the faculty entertained the college classes at Grove contage. Ice cream and cake were served.

Williston Won.

The Williston academy team of Easthampton, Mass, won from the college classes at Grove contage. Campus Interests,

Campus Interests.

The classes in the school of agricul
getting the city back on the baseball and over 5,000 and over 5,000 and over 5,000 are city and over 5,000 are made to the fights are as matter of fact are not very far removed from the real article of prize-fight and over 5,000 are more fact are not very far removed from the real article of prize-fight are divided on the field to pay respect to Mr. Plant and to witness the opening game in this city in the auspictours of deliver the knock-out blow. The content and the contestants are seeking to deliver the knock-out blow. The talk was a game worthy the auspictours day in the base-base and the contestants are seeking to deliver the knock-out blow. The talk was a guaranteed purse, decision is given, and the contestants are seeking to deliver the knock-out blow. The talk was a guaranteed purse, decision is given, and the contestants are seeking to deliver the knock-out blow. The farth the knock-out blow. The farth the knock-out

The classes in the school of agricul-are were entertained at Grove cortage in Friday afternoon by members of the played some lively selections, so that Prior to the call of the game and

in arm they could not have received a more hearty and enthusiastic rea more hearty and enthustastic reception then was accorded Mr. Plant
and Mayor Mahan. And this was all
before the game had commenced. So
it is no wonder that Manager Burns
and his Planters were encouraged to
a high degree and went into the game
to win. They realized they must win,
for they were like unto the boy that went gunning for the raccoon when the minister was coming to dinner. They must win.

It was a great game for a starter and the fans sincerely hope that the good work will continue to the end of the season, and that New London of the season, and that New London will be in the running during the season and at the end be at or very near the top. As some of the teams, especially Hartford, has already declared that the poznant will be toted to the Capital City, it can hardly be expected that it can come to New London, for there is but one championship pennant. But that little matter will not be decided until the sammer wanes and the sporting writers mer wanes and the sporting writers are in readiness to tackle at football.

There is a property owner who pensists in lessening the value of adjacent property in Montauk avenue by not heeding the adopted building line and by building a little one story shack on the one side and extending beyond his own private residence, erecting a tenement house on a line with the shack on the other side and filling in the rear with tenement filling in the rear with tenement houses built to accommodate many ten-ants in close quarters, and all for the money there is in it and without regard to the general fine surroundings. This

The immense demonstration at | delegated some power, by legislative

With this law in force there would while the people were gradually filing into the field the Konomice band played some lively selections, so that there was something going on all the time. Just before the opening of the game an immense horseshoe of Richmond red roses was presented by the fans to Mr. Plant. Then Mayor Mahin stellped into the arena and tossed the first bell which, of course, was sepuzzling that the patsman could not find it. It was clear case of the Irishman and the field fresident Wilson and ex-presidents. Taft and Rossevelt staked into the field arm in arm they could not have received and manner in which some of these fights are permitted to be pulled off in New London and there would be general change in the class of attendants at the show, for the same boy would be eliminated. There would be end of the mismating of contestants and brutality should be supplanted by the science of the manly art of self-defence, minus the latter day built dog procivities. If this proposed law is not to prevail it would be in line of decent citizenship to make just a little reform in the manner in which some of these fights are permitted to be pulled off in New are permitted to be pulled off in New London, for the men who dig down in their jeans to pay for the privilege of seeing clean sport should not be im-posed upon by being liven a fake ex-hibition by unqualified or overmatched alleged fighters. It would be good idea to give that new law a tryout in the Seaside City.

Next Tuesday will be some day for New London, and Norwich, too, and incidentally the state at large, at the statebouse in Hartford, for on the af-tension of that day, and all at the same hour, committees will give hear-ings on the acceptance from the New York, New Haven and Hartford Rail-York, New Haven and Hartford Railroad company of the bridge across the
Thames river at New London, the aunexation of Norwich Town and Sunnyside to the city of Norwich and the
consolidation of city and town government, and also hearing will be given
on the full craw bill that is of so much
interest to railroad men. This means
a much larger gathering than usual
for at no time has there been three
measures of such importance up for
committee consideration on the same committee consideration on the same legislative day. These matters will be given attention by the roads, bridges and rivers, the cities and boroughs and the railroad committees, respectively. Besides, there will be hearings before the state prison, the shell fisheries, the public health and safety, the labor, the judiciary and the incorporations com-

Miss Mary S. Barns of Norwich is making a visit at Mrs. I. H. Baconts. Mrs. 6. A. Youngs and son Wilfred of New York are at the farm for a foot of New York are at the farm for a foot of New York are at the farm work. A trailing arbnius party was on the other day. They report a good time and a liftle arbnius. Road fixing and farming are going on since the warm days began.

EAST WILLINGTON

Mrs. 8. Cushman has been ill. Mrs. Snow and doughter. Lelia were in Willimantic this week.

Charles S. Amidon is soon to move in Willimantic this week.

Charles S. Amidon is soon to move hills mill to Mansfield on Henry Woodard's lot, He bas made East Willism; a legal building sine and there were many who appeared by his mill to Mansfield on Henry Woodard's lot, He bas made East Willism; a legal building sine and there were many who appeared by his mill to Mansfield on Henry Woodard's lot, He bas made East Willism; a legal building sine and there were many who appeared by his mill to Mansfield on Henry Woodard's lot, He bas made East Willism; a legal building sine and there were many who appeared by his mill to Mansfield on Henry Woodard's lot, He bas made East Willism; a legal building sine and there were many who appeared by his mill to Mansfield on Henry Woodard's lot, He bas made East Willism; a legal building should be done that would prevent the farth-hable sawmill.

Mrs. Baldwin and Mrs. Waiton were at the farth-lable sawmill.

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Mrs. Baldwin and Mrs. Waiton were and the there say with the sacceptance of the bridge of state-wide interest and for the building line and the there were the farth the more of the sacceptance of t

MATINEES EVERY DAY 50 Breed Theatre HIGH-CLASS EVERY DAY 50 Breed Theatre HIGH-CLASS

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With Mary Maurice and Jas. Morrison "THE ACCUSATION OF BRONCHO BILLY," With Anderson

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Another Big Show Next Mon., Tues., Wed.

8-PEOPLE-8

WHIRLWIND MEN AND WOMEN ACROBATS 4 -- HOGANS -- 4

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Roxbury high grade, heavy wool face and equal in wear and appearance to most of the Body Brussels, 9x12 \$20.00 Samford's (Seamless, neat patterns, \$15.00 and \$16.00

RUGS, 27x54 Axminster \$3.00 and \$3.50 Velvet \$1.25

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We offer an attinactive stock that show good taste in design and colors, including excellent patterns for Pariors, Dining Rooms and Halls, and dainty drawings for Chambers.

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Mahogany, Bird's Live Maple, Circassian Walnut

Macdonald of Putnam, Haynes of Ola Lyme, Pierson of Bristol, Reel of North Canaan, Barber of East Wind-sor, Sherman of Orange, Snyder of Coventry, Wooster of Bridgewater and Beckwith of East Lyme.

ters that pertain to the advancement of either. But circumstatices are such that Norwich cannot be of great assistance at the bridge hearing, as no doubt the delegation from that city will be busied in the matters that are of direct and wited importance to Nor. of direct and ental importance to Nor-dylah and which will be heard by the dylamittee on either and boroughs in matcher section of the capital.

Brussels \$2.50

Chairs

Joseph C. Comstock, the deputy col-ion tor of customs for the port of New Low odon, has served public natice on the democrats who aspired for his imatious plum that they may as well drib wither sleds because he is not to be a isturbed by reason of a change in adia inistration for under the reorganization of customs is to be continued in the civil service, and therefore he is

(1 Continued on Page Sixteen)

Come or Soda Tountains

The most economical and nourishing light lunch.

you Realth's Jake

Substitutes or Imitations

Get the Well-Known HORLCK'S